



JOB TITLE: Entry-Level / Junior Inside Sales Representative (Mortgage)

JOB ID: PEM-LEGACY

LOCATION: Roseville, CA 95661

POSITION TYPE: Full-Time, W-2 Employee

COMPENSATION: \$35K-\$40K/year (Salary + Commissions + Healthcare and Retirement Benefits)

"I'm a firm believer in serving employees first. If we take care of our employees and have a true concern for providing those families with a decent living, then those employees will take care of our customers." Hayes Barnard, Owner

ABOUT US:

Paramount Equity was founded in 2003 and provides residential homeowners a variety of financial services to accomplish one simple goal: Save Our Neighbors Money! From purchase and refinance mortgage banking, to property, casualty, life and health insurance, and now solar panel leasing and financing, Paramount Equity is committed to making a positive impact in the lives of our customers and the local communities in which we operate.

We have been awarded the [A+ Employers' Award by the Sacramento Business Journal](#) on multiple occasions (2006, 2007, 2009, 2010 & 2011) as an exceptional place to work. We continue to maintain an "A" ranking as an Accredited Business with the [Better Business Bureau](#).

OVERVIEW:

Paramount Equity is looking for up-and-coming professionals responsible for initiating the sales process; obtaining and managing prospects lists; and generating qualified leads that will be passed on to senior mortgage salespeople for follow-up and eventual closure. Responsibilities include:

- Make an average of 60 outbound sales calls (dials) per day to perspective customers to generate curiosity in our various lines of business and qualify prospects through the use of consultative, value-based selling methods
- Acquire leads through prospecting lists in assigned territories, outbound marketing/lead campaigns and incoming web and phone inquiries
- Utilize effective sales skills to attain 100% of assigned goals
- Effectively use our technology-based Customer Relationship Management (CRM) tool (Salesforce.com) for lead follow-up, sales cycle disposition, pipeline management, forecasting and lost opportunity tracking and keep comprehensive and accurate notes in the system
- Secure appointments with qualified leads for the designated sales staffs

WHAT WE PROVIDE TO YOU:

- A healthy and safe learning environment where we will teach you how to effectively communicate, influence and interact with all types of customers (internal and external) through proper sales techniques
- Ability to learn our business from the ground up and understand how each aspect plays a significant role in the company's overall success
- Hands-on management to provide continual education and sales training
- Rapid advancement opportunities for the most productive performers

BENEFITS:

- Medical, Dental, and Vision Insurance Plans for Employees and Family
- Voluntary Term Life Insurance and Accidental Death and Dismemberment Insurance Plans
- Voluntary Long-Term Disability Insurance Plan
- Aflac Supplemental Insurance Plans
- 401(k) Retirement Plan
- Flexible Spending Accounts for Medical and Dependent Care (Cafeteria Plan / Section 125)
- Section 529 College Savings Plan
- Aggressive employee referral program that rewards you financially for referring top-performing employees ("Families Helping Families" Employee Referral Bonuses)

REQUIREMENTS:

- Minimum of 1-2 years of proven sales prospecting, negotiation and closing experience
 - Prior telesales experience with financial products a plus
 - Ability to generate at least 2 qualified leads everyday through various prospecting efforts
- Bachelor's degree from a 4-year college (preferred) or equivalent work experience
- Proficiency with MS Office applications (Salesforce.com or other CRM experience a plus)
- Self-motivated and extremely goal-oriented (must love to sell!)
- Strong analytical and mathematical abilities
- Excellent oral and written communication skills
- High level of integrity and trust
- Professional demeanor and attire; Team-player with selfless attitude

If you would like to apply to this position, please contact your Applicant Coordinator at:

Last name begins with A-K: 916-854-3881

Last name begins with L-Z: 916-854-3882